
Publications and Foreign Military Sales

By

Robert H. Van Horn, Jr.

Defense Institute of Security Assistance Management Instructor

All of us are accustomed to reading and following instructions that accompany products we buy. These can be the simple apply, rinse, and repeat found on a bottle of shampoo, a brief pamphlet that explains how to use our new kitchen appliance; an owner's manual that tells how to operate and maintain a new car; or an electronic book hundreds of pages long that explains how to use our latest computer program suite. Additionally, many of us also purchase other after-market publications that explain how to get more performance from our appliances, tools, computers, and cars. For those of us overwhelmed by the perplexing and daunting amount of information we are required to absorb, there are even help-books written for "dummies" and "guides for complete idiots."¹

If we require such a large amount of information to use and maintain relatively simple personal items, imagine the quantity of information required for something as complex and expensive as a military weapon system. As you might expect, virtually everything used by our military forces comes with volumes of instructions on how to operate, maintain, store, employ, and dispose of it. This wealth of information is contained in military publications.

We normally think of military publications as just booklets and manuals, but they include much more than that. According to one Department of Defense (DoD) source, the term "publications" includes a wide variety of documents, such as:

. . . technical orders, technical manuals, supply catalogs, training publications, administrative publications, engineering drawings, and associated documents (sic), Integrated Logistics Support publications and associated documents, equipment component lists, special file extracts, decals, forms, and audio visual products.²

[**Note:** even this extensive list is incomplete, e.g., it does not mention doctrinal manuals.]

Publications are a key component of the total package that supports the sale of a weapon system through the foreign military sales (FMS) process. Some publications explain how to operate and maintain the equipment properly. For example, the U.S. Air Force (USAF) stresses that its technical orders are "the official means for providing technical information, instructions, and safety procedures for the operation, installation, maintenance, and modification of military systems and commodities."³ Other publications may describe training techniques, recommend methods of employment, or provide a doctrinal framework for using the weapon system on the battlefield.

The more complex a weapon system, the more crucial it is to have a full complement of up-to-date publications. Otherwise, there is an increased risk of operating, employing, and maintaining the equipment improperly, thus both degrading the system's effectiveness and shortening its lifespan. This not only reflects poor stewardship of a nation's tax dollars, it can also mean that the military unit to which the weapon system is assigned is unable to perform its mission in support of national defense.

1 See for example Dan Gookin, *PCs for Dummies*, 9th ed., Sep 2003, and Joe Kraynak, *The Complete Idiot's Guide to PCs*, 8th ed., Sep 2001 (17 Jan 2005, <http://www.amazon.com>).

2 Department of Defense 7000.14-R, Vol. 15: *Financial Management Regulation, Security Assistance Policy and Procedures*, 9 August 2004, para. 071601 (18 January 2005, http://www.dod.mil/comptroller/fmr/15/15_07.pdf).

3 Technical Order 00-5-19: *Security Assistance Technical Order Program*, 15 December 2003, para 1.5 (30 November 2004, <http://www-ext.tinker.af.mil/tild/to/00519.pdf>).

As important as they are, we should note early on that not all U.S. military publications are available to FMS customers. For example, the U.S. normally will not provide a country with a technical manual or similar publication unless that country has, or is scheduled to get, the equipment to which the publication applies. Additionally, a publication must be approved for release by proper authority before it can be provided to an FMS customer. It is not surprising that classified publications undergo especially rigorous review. If nonreleasable information must be removed from a publication before it may be sent to the customer, then the customer must pay for any costs incurred for this “sanitization” process.⁴

Publications Concurrent with Systems Sales

The first issue of publications for a weapon system normally will occur concurrently when the FMS customer procures the system. The U.S. implementing agency⁵ (IA) which prepares a Letter of Offer an Acceptance (LOA) for the sale of a weapon system which normally will include a publications line to fund a full set of current publications for all equipment listed on the LOA. This line may simply call out a dollar value, with the specific publications to be determined after the LOA is signed. Alternatively, the LOA may specify each publication included on this line. For example, the U.S. Army policy is to publish an annex to the LOA listing each publication to be provided.⁶ If necessary, the LOA can even fund a U.S. team to set up a library in the customer’s country.

The publications line should include not only publications for the major end item, but also for all support and ancillary equipment, e.g., prime movers and trailers, generators, radios and other communications equipment, testing and diagnostic equipment, and tool kits. The LOA may also include any relevant publications controlled by DoD components other than the IA, although updates to these publications must be obtained through a separate case with the controlling DoD agency (more on this below). If a piece of equipment is non-standard, the LOA should also include publications to be supplied by the contractor. Note that the publications line should not only address technical and maintenance manuals, it should also include doctrinal, management, training, and other types of publications that pertain to equipment on the LOA as well.

Obtaining official government publications can be problematic if a country chooses to procure equipment via Direct Commercial Sales (DCS) rather than via FMS. In this situation, the country should establish an FMS case to obtain these publications or order them through an existing publications case.

Updating Publications via Foreign Military Sales

U.S. military publications change frequently to reflect improvements, corrective actions, new procedures and policies, and myriad other influences. In this environment of almost constant change, keeping a publications library up to date is a major challenge. The initial issue of publications on an LOA for a system sale usually does not provide for automatic distribution of future changes or revisions.⁷

4 DoD 7000.14-R, Vol. 15, para. 071602.C.

5 The implementing agency is the military department or other DoD organization assigned the responsibility to prepare, implement, and manage an FMS case. Although several different DoD agencies can act as IAs, the Army, Air Force, and Navy are the IAs for the vast majority of FMS cases.

6 Army Regulation 12-8: [Security Assistance] *Operations and Procedures* (AR 12-8), 21 December 1990, para. 12-6 (18 January 2005, http://www.apd.army.mil/pdffiles/r12_8.pdf); Department of the Army Pamphlet 25-33: *User’s Guide for Army Publications and Forms* (DA PAM 25-33), 15 September 1996, para 8-3(1) (18 January 2005, http://www.apd.army.mil/pdffiles/p25_33.pdf).

7 LOAs for systems managed by the Navy Air Systems Command (NAVAIR) may be an exception to this rule. NAVAIR LOAs sometimes include automatic distribution services for publication changes and revisions for up to three years. To continue this service after that time, customers must request a Blanket Order publications case and request automatic distribution services as described later in this article. Navy Supply Publication 526: *Foreign Military Sales Customer Supply System Guide* (NAVSUP P526), 4th rev ed., change 3, 10 October 2003, para. 020412 (18 January 2005, <http://www.navicp.navy.mil/of/5264th.pdf>).

As with the rest of the FMS system, the U.S. military for the most part has not established separate procedures just to support FMS customers, that is, in most cases FMS customers must obtain publications support through the same procedures as U.S. military organizations. These procedures are spelled out in a companion article in this journal, Forrest E. Smith, “Article Title Here When Written”, and so will not be laid out again here. Instead, this article will only highlight the points where the FMS process interfaces with the military publications system. Readers interested in more detail on how to fill out order forms, etc., may also refer to Chapter 8 of Department of the Army Pamphlet 25-33; Air Force Technical Order 00-5-19 and Section 8H of Air Force Manual 23-110, Vol. IX; and paras. 020406 through 020413 of Navy Supply Publication 526.

Defined Order Cases

One method of obtaining additional publications or updating publications is through a defined order (DO) FMS case, which specifically lists each publication needed. Under a DO case, the customer receives only those publications called out on the LOA. If the customer decides to buy publications other than those listed or wants to change the quantity requested after the case is implemented, the LOA must be amended or a new case written. Furthermore, buying publications on a DO case does not provide for automatic distribution of future changes or revisions. Obviously, a DO case lacks flexibility, but this method is appropriate in some instances, such as when publications are needed only on a one-time basis. Customers can also use DO cases to obtain copies of publications pending implementation of a subscription for automatic distribution or as initial support for a commercial purchase. Additionally, the U.S. government will sell some types of publications only on DO cases, e.g., technical data packages (TDPs).⁸ Note that DO cases for TDPs may include lines for “revisioning services” so that customers may keep TDPs up to date.⁹

Blanket Order Cases

The preferred method for follow-on publications support through FMS is a blanket order (BO) case, which does not list specific titles or quantities but rather establishes a dollar ceiling against which customers may place orders. A BO case normally is open as long as it has money. The most important difference with regard to publications between BO cases and DO or system cases is that BO cases allow for automatic distribution of future changes and revisions. There are two ways to obtain publications with a BO case:

- The resupply system; and
- The automatic distribution (AD) system, also called the initial distribution (ID) system.

The resupply system is a “pull” system, that is, the customer must order what he needs each time he needs it. Some categories of publications, such as those that are restricted or classified, are available only through the resupply system. For unclassified and unrestricted publications, customers should use resupply to replace lost, worn out, or damaged publications; to obtain publications needed on a one-time basis; to get additional copies of a publication; or to update publications on-hand pending implementation of an AD subscription.

Normally, customers ordering a publication will receive its most current version, including all changes and supplements. If a customer wants only a specific change, he must so specify when

8 DoD 5105.38-M: *Security Assistance Management Manual* (SAMM), paras. C5.4.3.1.1 and C5.4.3.2.2, October 2004, (18 January 2005, http://www.dsca.mil/SAMM/Chapter%205%20FMS%20Case%20Development%20change%2019_23.pdf).

9 The *Security Assistance Management Manual* (SAMM), para. C3.1.1.6. SAMM, para C3.1, discusses policies and procedures for sales of TDPs.

ordering. However, in some instances, this may not be an option. For example, changes to USAF technical orders (TOs) are normally only available for separate issue for 180 days after the publication date of the TO index announcing the change. Thereafter, the change is incorporated into the basic TO, so anyone needing it after that time must order, and pay for, the entire TO.¹⁰ Note also that there may be little or no residual stockage of a publication after its initial distribution, and may not be available through resupply. Moreover, using the resupply system does not establish an account for automatic distribution of future changes and revisions unless the customer requests AD concurrent with the resupply requisition.

Unlike the “pull” resupply system, AD is a push system that sends unrestricted and unclassified publications, changes, and revisions to customers when they are published, in accordance with predetermined requirements. Under AD, once the customer has established his requirements, he does not need to order updates to listed publications. Changes and revisions are sent automatically as long as there is money on the applicable FMS case. AD is the best way to keep publications up-to-date.

Recall that AD is only for new releases. AD assumes that the publications on the customer’s requirements list are current and will send publications, changes, and revisions issued from that point on. AD does not provide publications or changes in effect prior to the time the customer’s subscription goes into effect. With this in mind, it is important to note that it can take up to three months from application to implementation for an AD subscription. Anyone wanting publications issued prior to the effective date of an AD account must order them using the resupply system, while concurrently asking that future changes be provided through AD. In other words, customers should use the resupply system to get up-to-date, and then use AD to stay up-to-date.

Customers must do at least two things if AD is to meet their needs:

- First, they must ensure that there is a BO case in place to fund procurement of publications and that there is no break in the availability of funds, either by adding money to an existing case or by implementing a new BO case before the current one expires. A break in funding will result in a lapse in publications support.
- Second, customers should review their AD account requirements at least semi-annually. At a minimum, during these reviews customers should:
 - Ensure that all required publications are listed;
 - Delete any publications that are no longer needed;
 - Verify that the required quantity listed for each publication is correct; and
 - Confirm that administrative data, such as delivery addresses and point of contact information, are correct. Note that it can take up to three months for AD updates to go into effect.

It is important to remember that BO publications cases are implementing agency (IA) specific. That is, if a customer needs publications from more than one IA, then he usually must establish a separate BO case with each. For instance, customers normally cannot order Air Force publications off of a Navy-managed case. Instead, they must establish one case with the Navy for Navy publications and another with the Air Force for Air Force publications. Customers may also have to establish separate AD accounts with different agencies within a single service.

Defense Logistics Information Service Publications

Many publications used by FMS customers are not tied to a specific weapon system. Among the most prominent are those managed by the Defense Logistics Information Service (DLIS), a field activity of the Defense Logistics Agency (DLA). The mission of DLIS is to support DoD, other federal agencies, and foreign customers by collecting, processing, storing, and

¹⁰ TO 00-5-19, para 9.9.3.

disseminating logistics data in the Federal Logistics Information System (FLIS). DLIS has developed several specialized logistics management products, most of which are available via FMS.¹¹

DLIS products provide a wide array of logistics data for items in the U.S. supply system. The cornerstone publication from DLIS is *FED LOG*. It contains a wealth of logistics data cross-referenced by national stock number (NSN), part number, and a variety of other data. *FED LOG* is available in CD-ROM or DVD format and is updated monthly. It can be used to support a number of logistical efforts including:

- Engineering;
- Technical research;
- Provisioning;
- Procurement;
- Contracting;
- Supply;
- Cataloging;
- Maintenance;
- Storage;
- Distribution;
- Quality assurance;
- Transportation; and
- Disposal.¹²

Note the *FED LOG* is restricted For Official Use Only (FOUO) and is available only to NATO and NATO sponsored countries. In addition to a direct application to NATO for sponsorship, programs through which non-NATO countries can be granted access to *FED LOG* include the Pacific Area Cataloging System (PACS) sponsored by the U.S. Pacific Command, and the NATO AC/135 BASELOG, which was developed for countries in the Partnership for Peace.¹³ Countries interested in obtaining NATO sponsorship and getting access to *FED LOG* should contact DLIS or their U.S. Security Assistance Organization (SAO) in country. Table 1 contains a sampling of some other DLIS products available through FMS.

Customers may procure DLIS products through FMS cases written by a U.S. military department or through cases written and managed directly by DLIS. Additionally, customers unfamiliar with how to use DLIS products can receive training at a DLIS/DLA facility, through DLIS mobile training teams, or via web-based and computer-based training modules. Formal DLIS courses include the one-week Logistics Information Fundamentals Course (LIFC) (MASL B151921) and the eight-week Logistics Information Management Course for International Logisticians (MASL B151924), also known as the National Codification Bureau (NCB) College.¹⁴

In-country Publications Management

Getting publications in country is only part of the battle to keep publications libraries current. Publications management requires constant attention. For any FMS publications program to work, the FMS customer must meet several responsibilities. In addition to establishing and

11 Brenda Eddy and Steven Arnett (Defense Logistics Information Service), "The NATO Codification System: A Bridge to Global Logistics Knowledge," *The DISAM Journal*, Fall 1998 (revised January 2001), p. 12 (6 January 2005, www.dlis.dla.mil/PDFs/nato.pdf).

12 NAVSUP P526, para. 110602.

13 Eddy and Arnett, pp 8-11.

14 Eddy and Arnett, pp. 11-12, and DLIS, "DLIS Training" (6 January 2005, <http://www.dlis.dla.mil/training/default.asp>).

maintaining FMS case funding and AD accounts as described above, customers must also establish viable systems in country to track and follow up requisitions, to record receipt and subsequent internal distribution of publications, and to conduct periodic inventories. This means that the customer must have people trained in publications management. U.S. teams can conduct this type of training in country through an FMS case if needed. Moreover, customers must ensure that delivery addresses in the Military Assistance Program Address Directory (MAPAD) are current and correct. Customers should also coordinate with their freight forwarders to ensure expeditious delivery of publications. Customers must safeguard official publications obtained from the U.S. commensurate with U.S. procedures. If the freight forwarder is not cleared to receive restricted or classified material, then the customer must provide an alternate delivery point for these publications, such as the office of the military attaché in the customer's embassy in the U.S. The customer must arrange to have publications translated if necessary. This can be done by U.S. firms through an FMS case or commercial agreement, though most often customers choose to do translations in country using internal government assets or local translation firms.

Table 1
Defense Logistics Information Service Publications

[Below is a sampling of DLIS products. They all come in CD-ROM format. For a complete list of DLIS products, see <http://www.dlis.dla.mil/prod.asp>. Also see NAVSUP P526, Sec. 1106.]

1. Management Data (MD) is a consolidated cumulative listing of National Stock Numbers that can be used to procure, requisition, store and issue items. Interchangeability and Substitutability (I&S) is a reference tool used to determine which NSNs may be exchanged for others listed in the FLIS database. Both documents are included on one CD-ROM, which is published quarterly.
2. Master Cross Reference Data (MCRD) contains all active and inactive NSNs cross-referenced with part numbers and Commercial and Government Entity (CAGE) data. It also provides replacement NSNs for canceled NSNs. MCRD is published quarterly.
3. H-series cataloging handbooks include Federal Supply Classification, DoD Ammunition Codes, CAGE Codes, Corporate Complex, and Federal Item Name Directory. All H-series catalogs are on one CD, which is published monthly.
4. The Defense Reutilization and Marketing Service (DRMS) Demilitarization Reference (DEMIL) can be used to determine if special restrictions apply for the demilitarization of military material scheduled for disposal. It is published bimonthly.
5. Medical Catalog (MEDCAT) provides detailed descriptive data and pricing information on approximately 60,000 medical and medical related items. It is published monthly.

Publications and the Internet

Computers and the internet have revolutionized the way the U.S. military manages publications. For example, the majority of common publications are now available in electronic format. Many are available only in electronic format and some are available only on the world wide web. If a publication is available online, then FMS customers usually must acquire it online rather than requisition a paper copy.¹⁵

This move to digitized publications has many benefits. Printing, mailing, and storage costs are dramatically reduced. Publications that are required but not immediately available can be accessed immediately, rather than waiting days or weeks for mail delivery. Revisions and changes are posted virtually instantaneously. The web has made a wealth of information available at the touch of a keyboard. Every publication used in researching this article was accessed through the

¹⁵ See for instance Air Force Manual 23-110: *U.S. Air Force Supply Manual* (AFMAN 23-110), Vol. IX, I January 2005, para 8.108.1.2.1 (18 January, http://www.e-publishing.airforce.mil/pubfiles/Air_Force/23/afman23-110/afman23-110.pdf).

web. Particularly appealing for FMS customers is the fact that they can usually access publications through the web free of charge, though some DoD agencies do charge a subscription fee.¹⁶

Because the U.S. military has striven so hard to make information widely available on the web, international users can also access information not directly related to weapon systems they have procured or training they have received. For example, with a few clicks of a mouse, websurfers can find professional military reading lists provided by National Defense University (NDU), review the curriculum and syllabus for the Air Force's Air and Space Basic Course, learn what it takes to be a Recruit Division Commander for the Navy, or see current U.S. military pay rates.¹⁷ Information for, from, and about the Department of Defense is abundant on the web, on an almost limitless array of topics.

Of course, the transition to digital publications comes with its own set of problems. Everyone who has used a computer has experienced the frustrations of a computer crash or lock-up. Paper manuals do not crash. Websites tend to vary widely in quality, content, and ease of use. Some sites have numerous links to other sites for example, the list of links at the Headquarters Central Command (HQ CENTCOM) website while others have but a few. Some sites are open, while others require a password for entry. Some sites offer access from any computer while others are accessible only from computers using the .mil or .gov internet domains.¹⁸ Even if a site is purported to offer open access, it may not be accessible to users outside of the U.S. because of firewalls installed to fend off hackers from overseas. Websites undergo constant maintenance and upgrades, so what is available and accessible today may not be tomorrow. Electronic publications and the internet have significantly improved the way the U.S. military does business by making much more information available to many more people much faster.

Because of the constant upgrades and other changes websites undergo, any list of web addresses is bound to be perishable. Therefore, the list found in Table 2 is intended to be but a small sampling of the hundreds of websites that pertain to military publications and related matters, to give readers an idea of the kinds of resources that are available.¹⁹ If it proves difficult to access a publication from one site, it is often possible to access it through another. For example, I initially had trouble accessing NAVSUP P526 through the Navy Logistics Library website, but had no problem at all linking to it from the website for the Navy Inventory Control Point Deputy Commander for International Programs (NAVICP-OF).

¹⁶ Subscription fees may become more common in the future as DoD agencies explore options for sharing costs associated with the World Wide Web, such as website hosting and maintenance fees, domain registration fees, search engine registration fees, and website building and data conversion costs. See Lester B. Person and Terrance L. Thomas, *Foreign Military Sales Pricing Principles for Electronic Technical Manuals* (MBA Professional Report) (Monterey, California: Navy Postgraduate School, June 2004), especially pp. 23-24 (18 January, <http://library.nps.navy.mil/Archimages/6356.pdf>); and Joseph Hill (Naval Air Technical Data and Engineering Service Command (NATEC)), "Technical Data Support for Foreign Military Sales Naval Air Systems Command Customers," *The DISAM Journal*, Summer 2000, p. 18 (18 January 2005, http://www.disam.dsca.mil/pubs/INDEXES/journals/Journal_Index/v.22_4/Hill.qxd-.pdf).

¹⁷ <http://www.ndu.edu/info/ReadingList.cfm>, http://asbc.maxwell.Air_Force.mil/curriculum.htm, <http://www.nsgreatlakes.navy.mil/rtrcdc.html>, and <http://www.dfas.mil/money/milpay/pay>, respectively (29 December 2004).

¹⁸ <http://www.centcom.mil> (29 December 2004).

¹⁹ For an excellent comprehensive, if somewhat dated, list of useful websites, see Major Joanne B. Hawkins and Charles E. Collins, Jr., "Useful World Wide Web Sites," *The DISAM Journal*, Spring 1998, pp. 103-111. (Cited in *The DISAM Journal* index on the DISAM website, 18 January 2005, <http://www.disam.dsca.mil/pubs/INDEXES/f-h.htm#H>.)

Table 2
Useful Websites for Publications

There is an abundance of information on the World Wide Web. The websites listed below are but a small sampling of what is available. Most sites have several links to other sites. However, since the web is constantly changing, some of the information in this table may be out of date by the time this article goes to press. Not all sites are accessible from all computers.

DoD and Military Department Sites (general)

- DoD, <http://www.defenselink.mil>
- Army, <http://www.army.mil>
- Air Force, <http://www.Air Force.mil>
- Navy, <http://www.navy.mil>
- Marines, <http://www.usmc.mil>
- Coast Guard, <http://www.uscg.mil/U.S.CG.shtm>

Selected DoD and Military Department Publication Sites

- Defense Logistics Agency Publishing System, <http://www.dla.mil/dlaps>
- Defense Logistics Information Service, <http://www.dlis.dla.mil>
- Defense Technical Information Center, <http://www.dtic.mil>
- Army Publishing Directorate, <http://www.usapa.army.mil>
- Army Materiel Command Logistics Support Activity, <https://www.logsa.army.mil>
- Army Digital Training Library, <http://www.adtdl.army.mil>
- Army Training Support Center, <http://www.atsc.army.mil>
- Army Medical Department, <http://www.armymedicine.army.mil>
- Air Force e-Publishing, <http://www.e-publishing.Air Force.mil>
- Air Force Technical Order Catalog, <https://www.toindex-s.wpafb.Air Force.mil>
- Air Force Materiel Command Publications, <https://www.afmc-mil.wpafb.Air Force.mil/pdl>
- Navy Logistics Library, <http://www.nll.navsup.navy.mil>
- Navy Electronic Directives System, <http://neds.daps.dla.mil>
- Marine Corps Publications, <http://www.usmc.mil/marinelink/ind.nsf/publications>
- Coast Guard Directive System, <http://www.uscg.mil/ccs/cit/cim/directives/welcome.htm>

Selected Agencies Related to Security Assistance

- Defense Security Cooperation Agency, www.dsca.mil
- Defense Institute of Security Assistance Management, www.disam.dsca.mil
- Defense Logistics Agency, <http://www.dla.mil>
- Army Security Assistance Command, <http://www.usasac.army.mil>
- Air Force Security Assistance Center, <https://afsac.wpafb.Air Force.mil>
- Navy International Programs Office, <https://www.nipo.navy.mil>
- Navy Inventory Control Point Deputy Commander for International Programs (NAVICP-OF), <http://www.navicp.navy.mil/of>

Selected Combatant Commands

- Central Command, <http://www.centcom.mil>
- European Command, <http://www.eucom.mil>
- Joint Forces Command, <http://www.jfcom.mil>
- Northern Command, <http://www.northcom.mil>
- Pacific Command, <http://www.pacom.mil/>
- Southern Command, <http://www.southcom.mil>

Service Public Relations Magazines (especially good for annual almanacs)

- Soldiers, <http://www.army.mil/soldiers>
- All Hands, <http://www.news.navy.mil/allhands>
- Airman, <http://www.Air Force.mil/news/airman>
- Marines, <http://www.marines.mil/magazine>

Selected Professional Journals

- Joint Force Quarterly (published by the Institute for National Strategic Studies, National Defense University), http://www.dtic.mil/doctrine/jel/jfq_pubs
- The DISAM Journal, <http://www.disam.dsca.mil/pubs/yearjournal.htm>

Table 2 (Continued)
Useful Websites for Publications

- Parameters (journal of U.S. Army War College), <http://carlisle-www.army.mil/usawc/Parameters>
- Military Review (journal of U.S. Army Command and General Staff College), <http://www.leavenworth.army.mil/milrev/>
- Air and Space Power Journal (formerly Air University Review), <http://www.airpower.maxwell.AirForce.mil/airchronicles/apje.html>
- Naval War College Review, <http://www.nwc.navy.mil/press/Review/aboutNWCR.htm>

Selected Commercial Publications

- R.U.S.I Journal (published by the Royal United Service Institute for Defence and Security Studies (UK)), <http://www.rusi.org/publications/journal>
- Proceedings (published by the U.S. Naval Institute), <http://www.usni.org/Proceedings/proceedings.html>
- Jane's products and publications, <http://www.janes.com>
- Gateway to Army Times, Air Force Times, Navy Times, and Marine Times, <http://www.militarycity.com>.

Publications Not Available Through Foreign Military Sales

Not every publication available to an FMS customer can be purchased through FMS. For example, many publications, including some military manuals, are available through the U.S. Government Printing Office and the National Technical Information Service.²⁰ Customers wishing to procure publications from these agencies must buy from them directly. Similarly, commercial publications, though often filled with useful information, may not be purchased via FMS. This includes not only books, encyclopedias, and catalogs, but also newspapers, scholarly journals, and magazines, whether as a one-time purchase or by subscription. Additionally, FMS may not be used to purchase professional journals, even though they may be published by U.S. military organizations. Instead, customers must buy these publications directly from the publishing organization. Many commercial and military publications are also available on the web. A small sampling of these websites is included in Table 2.

Interim Technical Orders - Safety of Flight Messages

The U.S. military normally does not use the publications system to distribute interim technical orders, safety of flight messages, and other time-sensitive changes. Instead, these documents are usually sent to the SAO or other U.S. representative in country in electronic message format for further distribution. This is an automatic “push” process. If an FMS country is on record as possessing a particular weapon system, then the SAO in that country should be on the automatic distribution list for any of these types of messages that apply to that system. FMS customers cannot order back copies of these messages but rather must get them from the SAO. If the SAO does not have them on file, the SAO must contact the responsible U.S. military department for assistance.

Federal and Military Specifications and Standards

U.S. federal and military specifications and standards are not available through the FMS system.²¹ Instead, customers must purchase these documents directly from the Department of

²⁰ <http://bookstore.gpo.gov> and <http://www.ntis.gov>, respectively.

²¹ Specifications are written descriptions, drawings, photographs, or other documents that lay out technical requirements for equipment, items, and services. Detailed specifications ensure that goods and services being procured will meet the requirements for which they are intended. Standards are guidelines that designate levels of economy and quality in the production of materiel and equipment. They are used in conjunction with specifications. Standards may require common or “standardized” materials to be used in production, specify testing and other quality assurance procedures, or provide engineering information and technical characteristics. See NAVSUP P526, Sec 1105.

Defense Single Stock Point (DODSSP). Customers can also sign up for automatic distribution of changes and revisions to specifications and standards through a subscription service.

The Department of Defense Index of Specifications and Standards (DODISS) is an invaluable reference tool for anyone interested in identifying specific standardization documents available for purchase. It provides a comprehensive index of federal and military specifications and standards, guide specifications, military handbooks and bulletins, and other related standardization documents used by the DoD. Customers can purchase single issues of the DODISS or subscribe to receive future editions automatically. DODSSP issues complete revisions of the DODISS every other month, both online and on CD-ROM, and issues updates online every two weeks. Customers desiring paper copies of the DODISS, whether single issues or by subscription, can order them through the U.S. Government Printing Office (U.S.GPO).²²

Expedient Methods of Obtaining Publications

There are some expedient methods FMS customers can use to supplement or augment publication libraries. It is important to note that none of them is a viable alternative to procuring publications through the FMS process outlined above, and of course none of them provides for automatic issue of updates and revisions.

One supplemental source of publications often overlooked by FMS customers is retainable instructional material (RIM) sent to every international student who attends a U.S. military school. RIM consists of manuals and other references the student used during his training. The schoolhouse sends the RIM to the SAO in country for delivery to the student when he returns home. Schoolhouses will ship up to 200 pounds of materials as RIM for courses that the U.S. military departments consider profession military education (PME) e.g., command and staff colleges and senior service colleges, and up to fifty pounds for all other courses.²³ RIM and the costs of shipping it to the SAO are included in the tuition for international students for all formal courses, so even though the SAO delivers the RIM to the student, it has been paid for by his sponsoring service. One can make the argument that since the sponsoring service paid for the RIM when it paid the tuition, the RIM actually belongs to the service, not to the student, and that the service may therefore appropriate the RIM for its publications library.

Occasionally, U.S. government representatives, such as Program Managers (PM), Program Executive Officers (PEO), or SAOs also may be able to provide copies of publications on a one-time basis, but this method of obtaining publications must be used sparingly and with caution. U.S. representatives must ensure that they transfer nothing that has not been approved for release to the recipient country. A PM should think twice before hand-carrying an extra copy of a manual from his office to give to his customer counterpart at a program management review (PMR). Similarly, the SAO should not give the customer publications obtained through the SAO's publications account. Transferring restricted publications or publications not otherwise approved for release to the customer can have serious repercussions. For example, release of *FED LOG* to unauthorized recipients can result in a heavy fine and imprisonment.²⁴ Therefore, when a customer asks the SAO, PEO, or PM for help with publications, the best response is usually to show the customer how to obtain his publications via FMS.

22 Department of Defense Single Stock Point, "DODSSP Products," (6 January 2005, <http://dodssp.daps.dla.mil/products.htm>). The U.S.GPO Online Bookstore is at <http://bookstore.gpo.gov>. Subscribe for paper copies of the DODISS at <http://bookstore.gpo.gov/subscriptions>.

23 The Defense Language Institute English Language Center (DLIELC) will also send up to 100 pounds of material as RIM for students who attend its English language instructor course. Army Regulation 12-15/Secretary of the Navy Instruction 4950.4A/Air Force Instruction 16-105 (AR 12-15/SECNAVINST 4950.4A/AFI 16-105): Joint Security Assistance Training (JSAT), 5 June 2000, pp. 72-74, 18 January 2005, http://www.apd.army.mil/pdffiles/r12_15.pdf.

24 TO 00-5-19, para. 9-10; DLIS, "FED LOG Information Center Subscription" 18 January 2005, <http://www.dlis.dla.mil/Fedlog/Subscription>.

About the Author

Bob Van Horn has been an instructor at the Defense Institute of Security Assistance Management since August 2004. He served in the U.S. Army from 1973-1994 as an Armor Officer and a Foreign Area Officer (China). While in the Army, his security assistance tours included Chief, Army programs, Office of the Defense Representative, U.S. Embassy, Islamabad, Pakistan, and Chief, Performance Evaluation Group, Logistics and Security Assistance Directorate (J44), Headquarters, U.S. Pacific Command, Camp Smith, Hawaii. After retiring from the military service in 1994, he worked for a short time as the Director, Trade Development, Kansas Department of Commerce and Housing in Topeka, Kansas. In July 1997, he joined the security assistance office in the American Institute in Taiwan (AIT), located in Taipei, Taiwan, where he served till July 2004. He academic degrees include an MBA from the University of Kansas, a Master's Degree in Political Science from the University of Arizona, and a BS in Economics from Iowa State University.